



**Ohio CDC Association (OCDCA)
is pleased to offer**

Advanced Practices in Microlending

**with Amelia Lobo,
Friedman Associates**



**August 24 – 25, 2010
8:30 am – 4:30 pm**

Sponsored By:



**Department of
Development**

CDC Grant of the Ohio Housing Trust Fund

To Register Visit www.ohiocdc.org under Trainings/Events or use the following Registration Link:

[Registration Link - Adv Microlending - August 2010](#)

TRAINING DATES and AGENDA:

Advanced Practices in Microlending

Date: August 24 (Tuesday) & August 25 (Wednesday), 2010

Be sure to bring your laptop with Excel!!!

The results of the recession have necessitated that microlenders re-assess their markets and products. At one end of the spectrum are individuals who need to start a business out of economic necessity, but have very thin or no credit. As microfinance practitioners, we know that good credit is an asset. People with good credit are able to access credit with favorable terms and save money on interest and fees. With this in mind, many microfinance organizations have developed credit building programs and products. These loans, usually called “Credit Builders” or “Credit Starts,” are generally for loan amounts of \$500-\$2,000. The analysis and underwriting of these loans is relatively simple, especially if the borrower is not self-employed. In order to develop a successful Credit Building program, the microfinance organization must develop a cohesive program centered around credit training, credit reporting and due diligence. The goal is to identify applicants who will be successful in the loan repayment and support them..

On the opposite end of the spectrum, we have noticed that a number of microfinance organizations have received applications (or expressions of interest) from business borrowers that have been squeezed out of the mainstream banking sector by the tightening of bank credit. Many of these borrowers are characterized by personal credit that is very good by our industry standards but no longer good enough by bank standards. Generally, these loan requests are larger than those with which microfinance organizations have had experience. They are also characterized by including more start-up businesses and businesses with more complex financials than the traditional cash cycle based business we generally see in the microfinance field. Larger loans are generally riskier. Therefore, before a microfinance organization jumps into offering large loans, it is important that it evaluate the risks involved, develop sound lending policies. It is also important that staff be trained in analyzing those loans.

At the end of the training, participants will be able to: (1) analyze and recommend clients for Credit Builder loans and develop a sample product; (2) analyze and recommend clients for loans over \$15,000. They will also develop an understanding of the risks involved in doing each kind of loan and how to mitigate that risk.

Products: Participants will have a set of proposed loan guidelines for credit builder loans as well as a set of proposed guidelines for business loans. They will also have an underwriting due diligence checklist for each type of loan.

Day One:

- Introduction to Credit Builders
- Credit Builders- Guidelines
- Underwriting the Credit Builder
- Underwriting the Business Loan
- Financial Analysis & Case Study

Day Two:

- SWOT Analysis & Financial Analysis
- Due Diligence
- Collections & Portfolio Management Review

TRAINER:

Amelia Lobo, Trainer, Friedman Associates. Amelia is one the premier experts in domestic U.S. Microfinance. Until December 2008, Amelia was the Senior Underwriter at Accion New York, Inc., one of the nation's largest microlenders. As Senior Underwriter, she managed loan production, created and revised product guidelines, conducted portfolio and industry analysis, and trained loan officers and underwriters. Through her leadership, Accion realized significant growth in its loan portfolio over the past five years.

Prior to working for Accion, Amelia worked in the insurance industry, where she specialized in complex professional liability coverage for large financial institutions. She obtained a BA in Economics with a concentration in Gender and Women's Studies from Grinnell College in Grinnell, Iowa and an MBA with concentration in Economics of the Firm from INCAE, Latin America's leading business school.

ADDITIONAL TRAINING INFORMATION:**Length and Format:**

Registration begins at 8:30 am with Training Workshop from 9:00 am to 4:30 pm.

Two (2) days in a **computer lab** setting, with a combination of lecture, discussion, and case studies.

Be sure to bring your laptop with Excel!!!

Location and Parking:

Clarence D. Lumpkin Point of Pride Building, 1410 Cleveland Avenue, Columbus, Ohio 43211

Free Surface Parking Lot located in Rear of Building

Fees:

Ohio CDC Members:	\$80
Non Ohio CDC Members:	\$110
Ohio CDC VISTA* Members:	Free

Please Note: ***Lunch will be provided.***

Registration:

To register please visit www.ohiocdc.org under Training/Events or use the following online registration link:

[Registration Link - Adv Microlending - August 2010](#)

If you choose to pay via **check** please mail your payment to our lockbox at:

Ohio CDC Association, Lockbox 22, P.O. Box 182039, Columbus, Ohio 43218

Or

If you choose to pay via **credit card**, please call Rhonda Foreman at 614-461-6392 ext. 210.

FULL PAYMENT IS EXPECTED BEFORE ATTENDING THE TRAINING

Contact:

For questions regarding training please contact Amy Rosenthal at 614.461.6392 x. 204 or arosenthal@ohiocdc.org.

Accommodations:

If you need assistance locating overnight accommodations please contact Amy Rosenthal at arosenthal@ohiocdc.org or 614-461-4692 ext. 204

A Special Thanks to our Sponsor:



Department of
Development

The **Ohio Department of Development (ODOD)**, The **Office of Housing and Community Partnerships (OHCP)** through the Ohio Housing Trust Fund provides financial and technical assistance to units of local government and nonprofit organizations in Ohio for project activities which benefit low- and moderate-income citizens.

<http://www.development.ohio.gov/cdd/ohcp/>